



Maryland Department of Budget & Management

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Office of the Secretary
Division of Policy Analysis

ROBERT L. EHRLICH, JR.
Governor

MICHAEL S. STEELE
Lieutenant Governor

JAMES C. DIPAULA
Secretary

October 4, 2004

Mr. H Leon Frazier
Nextel Communications
2001 Edmund Halley Drive
Reston, VA 20191

RE: Proposal Response to 050R4800327 – Push-to-Talk-over-Cellular (PTOC) Services and Equipment

Dear Mr. Frazier:

It has been determined that it would be in the best interest of the State if a "Best and Final" offer (BAFO) was requested from all vendors which were classified as reasonably susceptible of being selected for award or potentially so. Accordingly, the State requests you revise your proposal and provide a financial BAFO offer based upon the RFP as amended through Addendum #3. Your responses to the clarification letters, your oral presentation, your follow-up responses to your oral presentation are part of your technical proposal. Your submission must be on the Attachment E, Price Proposal Forms. You must mark each proposal page with "**Best and Final Offer, RFP 050R4800327 – Dated 10/8/2004**".

A transmittal letter must accompany your BAFO. In this letter, you must also acknowledge receipt of Addenda #1 to #3 and that their requirements are addressed.

You must submit an original paper copy and an electronic copy (readable in Excel) of your Best and Final Offer. Your electronic submission must be on the updated Attachment E that is attached along with this BAFO request. Your offer must be submitted in one sealed envelope and be clearly marked on the face as "**Best and Final Offer, RFP 050R4800327 – Dated 10/8/2004**."

Best and final offers are due no later than 2:00 PM (local time) on Friday, October 8, 2004. Offers must be delivered to my attention, Room 115, 1st Floor, 45 Calvert Street, Annapolis, Maryland 21401 to be considered. Should you have any questions regarding this request, please do not hesitate to contact me at (410) 260-7179.

Sincerely,

Robert C. Krysiak
Procurement Officer

Best and Final Offer, RFP 050R4800327 – Dated 10/8/2004

45 Calvert Street • Annapolis, MD 21401-1907

Tel: (410) 260-7179 • Fax: (410) 974-3274 • Toll Free: 1 (800) 705-3493 • TTY Users: call via Maryland Relay

<http://www.dbm.state.md.us>



2001 Edmund Halley Drive
Reston, Virginia 20191

August 8, 2004

Mr. Robert Krysiak
Procurement Officer
Department of Budget and Management
45 Calvert Street, Room 115
Annapolis, MD 21401

Dear Mr. Krysiak,

By the letter addressed to Leon Frazier, dated October 4, 2004, the Maryland Department of Budget and Management ("DBM") notified Nextel that DBM requesting a Best And Final Offer (BAFO) of Nextel's proposed pricing, submitted in response to DBM's Request for Proposals No. 050R4800327 ("RFP"), dated April 27, 2004. Nextel acknowledges receipt of Addenda #1 to #3 and that their requirements have been addressed.

Nextel has completed the Attachment E, Price Proposal Forms and have included the response with this letter.

Nextel welcomes the opportunity to provide further clarifications and information of our proposed services. If you require any further information please contact Ray Hild at 410-365-4510 or Max Letcher at 703-748-4121.

Sincerely,



H. Leon Frazier
Vice President, Public Sector
Nextel Communications

PRICE PROPOSAL FORM E-1 – Revised 10-4-04
Functional Area 1 - Push-to-Talk-over-Cellular Service only with Equipment

A. Proposed Device

BASIC DEVICE

<i><u>Make</u></i>	<i><u>Model</u></i>	<i><u>Features</u></i>	<i><u>Price</u></i>
1. Motorola	i205	Inexpensive Monolith phone	<i><u>Free*</u></i>
2. Motorola	i530	Ruggedized Flip phone (Mil Spec)	\$49.99

**Free after applicable service credits that Nextel will supply.*

B. Service Rates

Monthly PTOC Access Charge

<u>Coverage Area</u>	<i><u>Unlimited Minutes</u></i>	<i><u>Per minute charge if call terminates in a different market</u></i>
<u>Statewide Plus</u>	\$24.59	\$0.10
<u>Nationwide</u> (Includes Statewide Plus)	\$34.59	

Note: All unit prices must be the actual prices the State will pay for the proposed item price per this RFP and may not be contingent on any other factor or condition or any manner.

PRICE PROPOSAL FORM E-2 – Revised 10-4-04
Functional Area 2 - Push-to-Talk-over-Cellular Service with Basic Cellular Service

A. Proposed devices

STANDARD DEVICE

<i><u>Make</u></i>	<i><u>Model</u></i>	<i><u>Features</u></i>	<i><u>Price</u></i>
1. Motorola	i305	Ruggedized Monolith (Mil Spec)	\$69.99
2. Motorola	i710	Mid Tier Color Clam Style Handset	\$89.99

B. Service Pricing

Monthly PTOC Access Charge

<u>Coverage Area</u>	<i><u>Unlimited</u></i>	<i><u>Per minute charge if call terminates in a different market</u></i>	<i><u>Per minute Cellular Service Charge</u></i>
Statewide Plus	\$24.59	\$0.10	\$0.08
Nationwide (Includes Statewide Plus)	\$34.59		\$0.08

Note: All unit prices must be the actual prices the State will pay for the proposed item price per this RFP and may not be contingent on any other factor or condition or any manner.

PRICE PROPOSAL FORM E-3 – Revised 10-04-04

Functional Area 3 - Enhanced Cellular Service with Push-to-Talk-over-Cellular Service included

A. Proposed devices

ADVANCED DEVICE

<i>Make</i>	<i>Model</i>	<i>Features</i>	<i>Price</i>
1. Motorola	i730	High end Color Clam Handset	\$119.99
2. Motorola	i830	High end Micro size color Clam Handset	\$182.99

B. Service Rates

<u>Coverage Area:</u>	<i>Unlimited Monthly PTOC Access Charge</i>	<i>Per minute charge if call terminates in a different market</i>	<i>Per minute Cellular Service Charge</i>	<i>Enhanced Cellular Features Charge*</i>	<i>Data Charges (Monthly Access Charge included)</i>		<i>Overage Charges</i>
				<i>Per month</i>			
<u>Statewide Plus</u>	\$24.59	\$0.10	\$0.08	\$17.00	<u>1MB</u>	\$8.19	\$0.01
<u>Statewide Plus</u>	\$24.59	\$0.10	\$0.08	\$17.00	<u>5MB</u>	\$16.39	\$0.009
<u>Statewide Plus</u>	\$24.59	\$0.10	\$0.08	\$17.00	<u>50MB</u>	\$49.19	\$0.005

*** Enhanced cellular Features included:**

1. Voice Mail
2. Caller ID
3. Full Service Package
4. _____

Nextel's Full Service Package is the most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go. This plan includes Wireless Web, Premium Web, Unlimited Text Messaging, Instant Messaging, Mobile Email, Address Book & Address Book Admin.

<u>Coverage Area:</u>	<u>Unlimited Monthly PTOC Access Charge</u>	<u>Per minute Cellular charge</u>	<u>Enhanced Cellular Features Charge*</u>	<u>Data Charges (Monthly Access Charge included)</u>		<u>Overage Charges</u>
<u>Nationwide</u>	\$34.59	\$.08	\$17.00	<u>1MB</u>	8.19	\$0.01
<u>Nationwide</u>	\$34.59	\$.08	\$17.00	<u>5MB</u>	\$16.39	\$0.009
<u>Nationwide</u>	\$34.59	\$.08	\$17.00	<u>50MB</u>	\$49.19	\$0.005

*** Enhanced cellular Features included:**

1. Voice Mail
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4. _____

Nextel's Full Service Package is the most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go. This plan includes Wireless Web, Premium Web, Unlimited Text Messaging, Instant Messaging, Mobile Email, Address Book & Address Book Admin.

Note: All unit prices must be the actual prices the State will pay for the proposed item price per this RFP and may not be contingent on any other factor or condition or any manner.

